



FABRI-TEK

Inquirer

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Fabri-Tek to Open Hong Kong Plant

Fabri-Tek announced today that it will have a plant operating in Hong Kong by mid-March. The Hong Kong facility will assemble, test, and repair core memory planes for the company's computer information storage products.

In announcing the Hong Kong operation, company president, M. F. Mickelson stated, "The production facility in Hong Kong will be engaged in limited areas of manufacture where our competitive position requires it. We anticipate no reduction in our permanent work force as a result. On the contrary, we feel that the Hong Kong

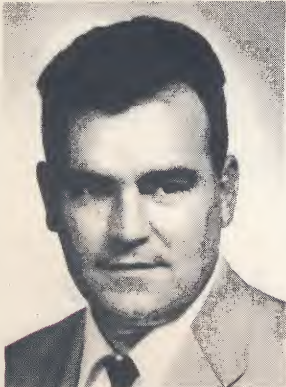
plant will greatly increase our ability to gain new business, and consequently improve the position of our U.S.-based manufacturing operations."

Fabri-Tek intends to employ approximately 250 people in Hong Kong by August 1. The operation will be a wholly-owned subsidiary known as FTIHK Limited. The first shipment of finished products from Hong Kong is anticipated in April.

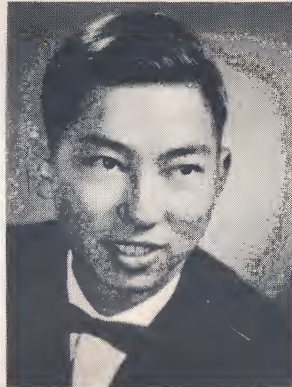
Manager of the Hong Kong subsidiary will be Clarence Enneking, former manager of the company's Eau Claire, Wisc. and St. Cloud, Minn. plants. Enneking has held important management positions at Fabri-Tek for 9 years.

Chief Engineer of the Hong Kong operation will be John Fung, former citizen of Taiwan and educated at Purdue. Fung has held engineering positions with the Syber Corp. of TMC, RCA, CBS Laboratories, and Sylvania Corp. before joining Fabri-Tek in October, 1965.

Fung has been thoroughly trained at the company's Amery, Wisc. plant in the methods and technology of core memory manufacture. He has translated several process manuals into Chinese in preparation for supervision of Chinese production workers. The company also intends to hire several multilingual employees to take maximum advantage of the varied labor market available in the British Crown Colony.



Clarence Enneking



John Fung

Compact, Versatile Signal Averager is first product of new division

A compact, (only 45 lbs.), highly versatile signal averager is the first product offered by Fabri-Tek's Instrument Division. Designed primarily for use in biomedical and nuclear research work, the Fabri-Tek Model 1051 Signal Averager uses integrated circuits and incorporates many features formerly requiring multiple instrumentation.

The unit has four input channels, all of which can be displayed simultaneously on the integral oscilloscope. Each input signal is digitized to 512 points.

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Fabri-Tek Names V.P.

Robert E. Rife has been appointed Vice President of Fabri-Tek, Incorporated, announced company president M. F. Mickelson today.

Rife is currently Director of Marketing and will continue to head the firm's marketing operations. He joined Fabri-Tek in 1962 and became Sales Manager the next year. Previously, he was District Sales Manager for the Transistor Products Division of Texas Instruments, Inc.

Fabri-Tek's present marketing areas include information storage products for computer manufacturers here and in Europe, international sales of computer education products, and special instruments sold to the medical and nuclear research fields.



Robert E. Rife

HAPPINESS IS ZERO DEFECTS

Signal Averager (Con't.)

The digitizer produces 512 numbers which are stored in an internal magnetic-core memory and are read out on the oscilloscope. The numbers directly equal the voltage applied to the digitizer in millivolts. This direct voltage readout is not dependent upon sweep speed.

The instrument also features a provision for automatically stopping the signal averaging after a definite number of sweeps. Sweep speeds are 50, 100, and 200 microseconds per point or factors of 10, 100, and 1,000 times these values.

The Model 1051 uses a fast optical printer as a plug-in option. The unit also has facilities for connecting paper tape punch or pen recorder.

Precise trigger delays controlled by a crystal oscillator allow for both post-analysis or pre-analysis delays. Convenient, easy-to-read controls let researchers perform a great variety of measurements with simple adjustments. Frequency histograms, interval histograms and positive and negative signal averaging measurement modes are selected with one knob.



FTI's new signal averager weighs only 45 lbs., and has many unique features.

The Fabri-Tek Inquirer is published for the benefit of employees and customers. News, editorial comments and all stories of interest are welcomed. Please send material to Burt Benson, Midland Associates, Inc., 4010 W. 65th Street, Minneapolis, Minnesota 55424.

FTI exhibits at FJCC

Fabri-Tek was one of 95 firms exhibiting at the Fall Joint Computer Conference in Las Vegas November 30, December 1 and 2. Over 5,000 persons attended the three-day conference.

The Fabri-Tek display featured versatility in both stack and system design. Working memory systems on display ranged from a 1 microsecond core memory to a 300 nanosecond FFM-202 magnetic film memory. In addition, 20 memory stacks designed to meet various requirements were exhibited.

R. J. Petschauer, Director of Engineering, appeared as a panelist on two panel discussions. One discussion was on the subject "Impact of Two-Wire Extended Core Memory Techniques on Computer Organizations". The other discussion had as its topic "Computer Memories, Fact and Fiction". Panels are made up of nationally known authorities on specific subjects.

Two BI-TRAN SIX computers were also on display. Robert Albrecht, Computer Education Consultant, used the BT-6 in connection with a technical paper that he presented. The other BT-6 was displayed by Dr. Gloria Silvern along with other computer training devices.

FTI personnel attending the FJCC were: M. Mickelson, J. Schallerer, R. Rife, H. Kukuk, G. Andersen, J. Larsen, W. Boughton, R. Hufnagel, and Ho-Ni-Lin.

New Catalog Covers Entire FTI Line

Fabri-Tek's new summary catalog was introduced at the Fall Joint Computer Conference. This unique publication puts the entire spectrum of core memory technology at the memory designer's fingertips. An easy-to-read summary covers all core memories manufactured by Fabri-Tek from 1 to 5 microseconds full cycle time, and also includes magnetic film systems. Also covered in the catalog is planes and stacks information with reference to the Fabri-Tek stacks "cookbook". This new catalog serves a double purpose as both a "short-form" catalog and the introduction to the general catalog. Copies of the new Summary catalog can be ordered from Mrs. Ruth Gordon, Fabri-Tek Incorporated, Amery, Wisconsin.



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Points of View

THE MOST INVOLVED FACT IN THE WORLD COULD HAVE BEEN FACED WHEN IT WAS SIMPLE, THE BIGGEST PROBLEM IN THE WORLD COULD HAVE BEEN SOLVED WHEN IT WAS SMALL.

— from LAOTZU (Chinese) Sixth Century B.C.

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FABRI-TEK Announces Nine-Month Figures and Acquisition

Fabri-Tek's latest quarterly report noted sales gains and announced the purchase of Costello & Company. Net sales billed for the nine-month period ending December 31, 1965 were reported at \$16,976,267. Sales for the same period in 1964 were \$10,724,269. Net earnings for the 1965 period were listed as \$1,236,072 and for the 1964 period as \$1,243,502. Earnings per share for the nine-month period in 1965, based on 3,057,640 shares outstanding, were announced at \$.40 per share. Last year's earnings, based on 3,056,000 shares outstanding, were quoted at \$.41 per share.

Figures announced for both years include Costello & Company, a California Corporation, which have been treated in this report as a pooling of interest. Earnings per share have been adjusted for the 2½ for 1 stock split, effective on June 14, 1965, and for the shares issued to acquire Costello & Company.

In announcing the purchase of Costello & Company, M. F. Mickelson stated, "A point was reached in the development of Fabri-Tek when it became necessary for us to convert from commission-type sales representation to direct company representation in most major sales areas. Costello & Company presently has four established strategically located sales offices, and a capable staff of sales engineers. We believe that the acquisition of this organization adds considerable strength to Fabri-Tek."

Costello & Company headquarters in Culver City, California and has been a long-time representative for Fabri-Tek. Other Costello offices are in Palo Alto, California, Dallas, Texas, and in Phoenix, Arizona. Costello & Company represents several leading electronic data processing equipment manufacturers as well as Fabri-Tek.

Guberud Heads Educational Products

Bob Guberud, former Group Divisional Manager, is now in charge of marketing Fabri-Tek Educational Products. First of this line is the BI-TRAN SIX computer education system. The system is now installed in several states and the U.S. Navy has purchased a quantity of the educational computer.

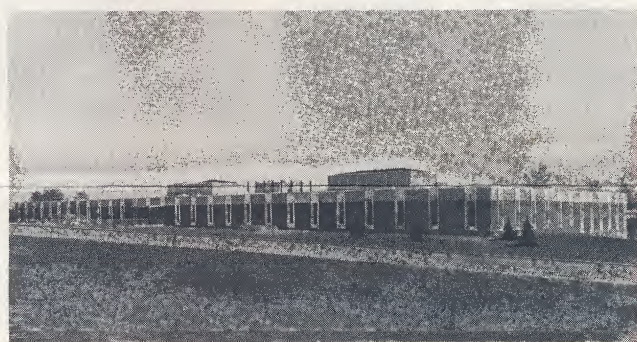


Guberud

The Educational Products group held a general sales meeting between the holidays, Jan. 27-29 at the Hopkins House in Hopkins, Minn. Past performance and future plans were discussed.

Complete course materials including teacher's manuals and student workbooks for several grade levels of instruction are now prepared and further material is being written. An entirely new computer education textbook is in the offing.

From all present market information, the future looks bright for this area of Fabri-Tek effort.



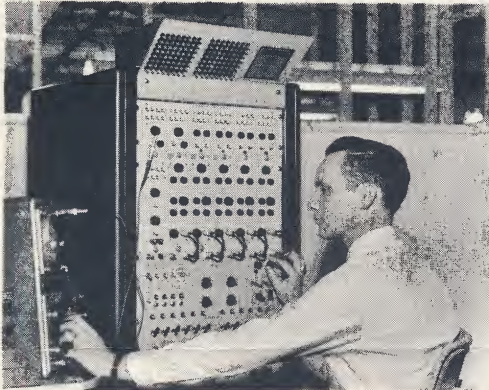
Edina plant scheduled for complete occupancy April 1, 1966

FTI's new corporate headquarters and R & D center will be ready for complete occupancy this Spring. Some sections of the R & D center are already in, but operating under temporary conditions.

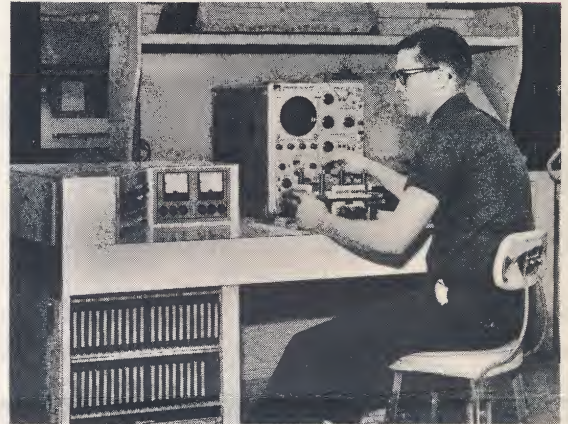
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Picture Story

New Test Equipment at Amery Speeds Delivery, Assures Product Integrity



Pictured is Fabri-Tek's production tester for stack testing. Utilizing C.T.C. current drivers with 20 ns rise time, and with an address rate up to 40 usec, this equipment has the capability of scanning a 16K frame in 4K sections. The tester is capable of running most test programs utilizing a Computer Test Corp. 8 Step Program Generator with a 1 mc rate and has basic patterns built in. At the machine is Orval Larson, of Fabri-Tek, Amery.

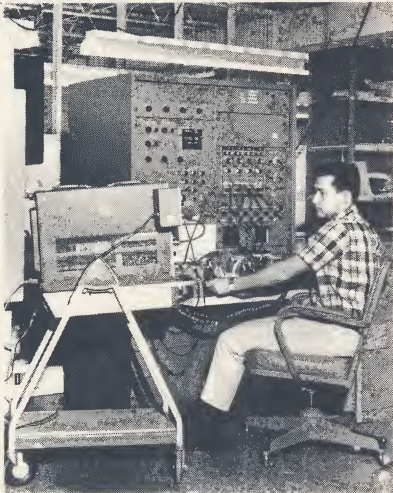


A one micro-second plane tester used in application testing of 20 and 30 mil-core memory frames.

Designed to exactly simulate system stack conditions capable of checking 16,384 words by 1 bit at a speed of one micro-second address to address.

Current pulse rise time is fixed at 50 nano seconds, however the tester is capable of a fourteen nano-second use time core output is checked by comparing input and output binary patterns over various voltage ranges.

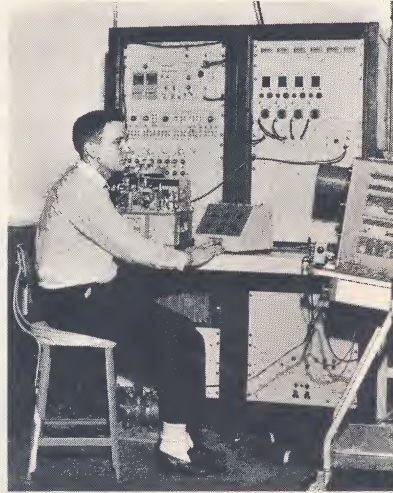
Seated at the tester is Rick Van Blaricom of Systems 1 Div., Fabri-Tek, Amery.



Ditigal Equipment Corporation's Model 1527 is a high volume, easy set up for automatic tester of coincident memories with provisions for word organized memories. Tester features drivers in the 10 nanosecond class with address rates of basically 40 usec. An address scan of 128 x 128 is used in conjunction with the automatically testing and evaluation of cores.

Various patterns and programs are available for testing.

Pictured at machine is Joe Swiersz.



Model C302 Automatic Memory Core Tester. Works in conjunction with Ramsey CH100 Automatic Core Handler. Utilizes an 8 Step Program Generator with frequencies up to 5mc. Test capability of 300 to 1,000 cores per minute with up to 15 analyze, condition cycles with repeat capabilities.

Tester uses drivers with rise times to 15 nanoseconds and has automatic discrimination of outputs.

Pictured at the machine is Darrell Emerson of Fabri-Tek, Amery.

Computer Test Corporation's Model M201 is a universal high speed, automatic memory plane and stack tester. It is designed to test memory arrays with coincident current or word organized with or without diode selection matrices.

It has an address rate of 20 micro-seconds with a scan capacity of 256 x 256 x 128.

Current drivers having rise times up to 20 nanoseconds are used in system. The tester will run all patterns and programs with automatic evaluation of the core output. Pictured at the machine is Gilman Olson of Fabri-Tek, Amery.



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